FSC-205-A				11/20/96
SUBJECT:	Traditional Carton Outlets - 1997 Contracts			
DISTRIBUTION:				
X	AVP	X	KAM	___ DM
X	RSM	X	AM	___ RM
X	RBM	X	Reg.Mil./DF Mgr.	___ MIL
X	ROM	X	AE	___ REP

As you are aware, all 1996 traditional carton outlet contracts will end in December 1996 so that we may apply 1997 carton outlet contracts to the appropriate accounts. Targeting of 1997 contracts in traditional carton outlets will occur based on approval by your AVP of your region's account list. To expedite our 1997 plan and the role of carton outlets in our resource allocation, it is important to enter 1997 carton outlet contracts as follows:

1. All 1997 carton outlet plans that are to begin payment on January 1, 1997 must be entered into SIS no later than February 15, 1997. Backdating contracts beyond 2/15/97 will require AVP approval on an "exception basis" only.

2. Contracts entered into SIS on or after February 16, 1997 will begin payment on March 1, 1997 as no backdating will be allowed.

We appreciate your cooperation and support in adhering to these policies.

Program Contacts: John Barnhardt, extension #7161
Bill Duffy, extension #5776
Rich Pettorini, extension #1052
Scott Steen, extension #7149

R. J. REYNOLDS TOBACCO COMPANY

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Macleod, Stephen
From: 1610 - Buffalo ROU (BRZEZIE)
Posted: 11/20/96 16:26
Opened: 11/20/96 16:21
Subject: FWRD: FSC-205-A Traditional Carton Outl

STEPHEN, BESIDES AMY, DM'S & RM'S, SHOULD I FORWARD THE FOLLOWING TO REPS (SR&RR)?? PLEASE ADVISE.....

========== <Forwarded Letter> ==========
From: Davis, Carla C.
To: 1610
Subject: FSC-205-A Traditional Carton Outlets-19
Posted: 11/20/96 19:50
Priority: Normal

[[FSC205A.DOC : 3619 in FSC205A.DOC]]

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